

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-09 ISO-00 PM-03 EB-07 CIAE-00

INR-07 NSAE-00 RSC-01 /040 W
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R 050750Z FEB 75

FM AMEMBASSY JIDDA

TO AMEMBASSY ROME

INFO SECSTATE WASHDC 0116

AMEMBASSY BONN

AMCONSUL MILAN

MED DIV ENGR CAMP DARBY LIVORNO ITALY

LANT NAV FAC ENG COMBRO NAPLES ITALY

SECDEF WASHDC

DA WASHDC

LIMITED OFFICIAL USE JIDDA 0849

E.O.: 11652: N/A

TAGS: BTIO, SA

SUBJ: USCOE CONSTRUCTION PROJECTS IN SAUDI ARABIA

REF : ROME 1206

1. OPERATIONAL COMMAND FOR CORPS OF ENGINEERS PROJECTS IN SAUDI ARABIA RESTS WITH DIVISION ENGINEER AT LIVORNO. DETAILED INFORMATION, FOR INTERESTED FIRMS AS WELL AS YOUR INFORMATION, CAN BEST BE OBTAINED DIRECTLY FROM LIVORNO.

2. THE CORPS HAS BEEN MANAGING CONSTRUCTION PROJECTS FOR THE SAUDI MINISTRY OF DEFENSE UNDER A SPECIAL AGREEMENT FOR SOME 10 YEARS. AT THE PRESENT THE TOTAL SCOPE OF WORK IN HAND AMOUNTS TO SOME \$2.2 BILLION OVER THE NEXT 3 TO 4 YEARS. A SUMMARY OF THESE PROJECTS IS CONTAINED IN JIDDA'S A-98 DATED DEC 22, 1974, WHICH IS BEING FORWARDED TO YOU VIA POUCH.

3. IN REGARD TO PARA 2 OF REFTEL, THE CORPS HAS, BOTH THROUGH ITS OWN CONTACTS WITH THE U.S. CONSTRUCTION INDUSTRY AND IN LIMITED OFFICIAL USE
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COOPERATION WITH THIS EMBASSY, ALWAYS ATTEMPTED TO INSURE THAT QUALIFIED AND INTERESTED AMERICAN COMPANIES ARE FULLY

INFORMED OF UPCOMING CONTRACT POSSIBILITIES. IT MUST BE KEPT IN MIND THAT THE ULTIMATE CUSTOMER IS THE GOVERNMENT OF SAUDI ARABIA, AND IT WOULD BE UNACCEPTABLE TO SAUDI GOVERNMENT AS WELL AS A BREACH OF THE CORPS CONTRACT WITH THAT GOVERNMENT SHOULD THEY GIVE ARBITRARY RPT ARBITRARY PREFERENCE TO U.S. FIRMS IN THE AWARD OF CONTRACTS. WE ARE CONTINUING TO GIVE ALL POSSIBLE SUPPORT TO U.S. FRMS BUT THEY MUST BE PREPARED TO COMPETE IN BOTH QUALITY AND PRICE IF THEY ARE TO BE SUCCESSFUL (FYI: CONSTRUCTION FIRMS FROM MANY DIFFERENT COUNTRIES HAVE GOTTEN CONTRACTS UNDER THIS PROGRAM, INCLUDING HOCHTIEF AND HOLTZMANN; HOWEVER, THE "LARGE" AWARD REFERRED TO BY YOUR CONTACT IS FOR THE NEW JIDDA INTERNATIONAL AIRPORT, WHICH WAS NOT RPT NOT CORPS PROJECT.)

4. GUIDANCE ON GENERAL PRODECURES TO BE FOLLOWED IN BIDDING FOR THESE PROJECTS IS BEST OBTAINED DIRECTLY FROM LIVERNO. AKINS

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Margaret P. Grafeld
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